

HONESTY IN EMPLOYEES AND EMPLOYERS

An honest business concern depends not alone on the executives for its reputation, but on every employee, including the cash girls and bundle wrappers. When one hears of particularly honest dealings of a firm, the first thought usually is to give credit to the executives, because they are supposed to set the example to those in their employ; but the employees deserve much of the praise, for they are the ones who come in direct contact with the public and on them rests a great responsibility as to the reputation of the concern. The man at the head may have the highest ideals of right and honesty, but an employee, in the effort to make a sale, may overthrow the reputation which has been established, so far as one customer is concerned, and lose her trade for the future. On the other hand, an honest employee may make friends for an establishment that the methods of the managers could not gain.

Earning and Dividing

In the stores the saleswomen are the real merchants. They are the ones who meet the customers and on their idea of honesty depends largely the reputation in that respect which the store holds in the community. It is a well known fact that on the way in which the managers deal with the rank and file of the employees and how high their own conception of honesty is used as an example depends largely the return they receive from the employees.

The question of honesty in business is so large a one that some of its phases are easily overlooked. There are few people who do not believe that they are strictly honest in their dealings.

The employer who thinks he is honest in the smallest degree in his dealings may forget to make the same division of profits, through the salaries which he pays, as he would expect to receive if the cases were reversed and he were receiving a salary instead of making a division of the profits. The point of view from which one sees a question makes all the difference of the ideas of honesty and the only correct solution which one can come to is to put oneself in the other's place.

There cannot be two standards of honesty in any concern; the same principles which apply to employees apply to the executives and getting each other's viewpoint, although it is not always easy to do, helps to settle many puzzling questions regarding honorable dealings.

Use of Time and Supplies

At any moment of the day an employee may have an opportunity to perform some honorable act that will gain a friend for the house. There is also the opportunity to be honorable in the use of one's time, in the use of the supplies which the firm furnishes, being as careful of them as if the employee purchased them, or looking at them from the standpoint of the employer. Then there is the assistance which one employee may give another to the benefit of the work, for it is advancing the business of the concern, and one cannot

withhold any assistance from another which might be beneficial to the concern and be dealing honorably with the establishment.

These are but a few of the details of business sometimes overlooked because of the larger things evident to all; but when those in the business world are honorable because of the idea involved and not from policy these small details are easily recognized.

CHINESE SEEK FUNDS TO RELIEVE FAMINE

Washington, Oct. 2.—Following the receipt of an urgent appeal for relief of sufferers from famine and drouth in central China, the American Red Cross society today directed that the receipts of an entertainment to be held in New York December 7, under the auspices of the Chinese Student's Alliance of America be sent to China.

The appeal which prompted the Red Cross to take this action was transmitted by the American minister to China, who received it from a number of merchants in Peking.

Bureau Made In- to a Hall Seat

Old bureaus, whether stored away in an attic or bought for comparatively small cost at a second hand store, can be utilized in a number of practical and useful ways, according to the New Orleans Item. It is possible to make a splendid seat for the hall, the deep drawer being very convenient for gloves, rubbers or miscellaneous articles.

To make the seat remove the upper drawers of an old bureau, and, as the top of the bureau is not needed in such a capacity it can be used as the wooden ledge or seat by cutting it down to the proper size to fit the space between the ends. Nail or screw it to the framework that remains and on which the discarded drawer formerly rested. The woodwork above the seat will, of course, appear in a rough state, but as it will not show, being eventually covered with upholstery, this does not matter. The cushion may be removable, while the edges of sides and back upholstery should be finished with gimp or brass nails. This upholstery, by the way, may be padded with old bed quilting in the absence of anything better. An effective and inexpensive covering for such a seat is denim, either plain or figured.

In making a writing desk, a ledge is built in to cover the framework over the third drawer. The front from the discarded drawer is then hinged to this ledge. No definite measurements can be given for any of these, as they would vary, of course, with the size and shape of each bureau.

Often at a country auction sale, bargains in old furniture can be picked up at a surprisingly low price. The pieces may look old and dingy and many times almost hopeless but when they are scraped and cleaned the effect is amazing and often the buyer will discover under the grime an excellent wood.

One old bureau picked up in this way was found to be of good maple. The top of the bureau was removed and the top drawer taken out. The former top was cut down to fit in the sides. The ends of the bureau were shaped, and a brass rod with a curtain was adjusted. With the addition of glass knobs on the drawers a charming sideboard was the result.

RICHMOND DEPARTMENT

News From the Lively Town up North

Richmond, Oct. 5.—Salt Lake conference season has again returned accompanied by the usual conference weather, two cold rainy days marks the beginning and judging from past history will mark the ending. Yet in spite of weather a great number of people have gone to attend the fair and the conference.

Miss McChesney of the A. C. gave a very impressive talk last Monday on home economics and was also the means of starting an organization, Miss Lenora Merrill was elected president; Lila Webb, vice president, and Amy Shepard, secretary. This organization was completed last Friday evening. About twenty met in the club rooms with Miss Merrill presiding and members were named for the program, amusement and library committees. Regular meetings every two weeks will be held in one of the high school rooms at 3:30 on Fridays. All the ladies, both married and single are invited to attend. The program for next meeting, Friday, October 16 will be arranged by the committee, and work taken up will be along the line of home keeping and will certainly be very beneficial to all those who attend.

Elmore Lawrence who has been afflicted with typhoid fever is improving nicely. Mrs. Russell Bullen also who has been sick for some time is improving. Mrs. M. M. Reese of Logan and Mrs. Christabel Petty Cave of Ogden are the visitors of Mrs. J. F. Hendricks and Mrs. Alma Hendricks.

A great many of our towns people have been visitors at the Cache County Fair and have returned with very favorable reports. Mr. Henry Christofferson was one of the lucky prize winners and judging from the following report he certainly received his share: Finest Holstein cow, first prize \$3 plus \$25 of Cardon as complimentary prize; second prize on Holstein bulls, \$2 finest team, first prize \$5; best gelding, first and second prizes, \$5 and \$2.50 respectively; in the milk contest \$25, total \$67.50. We congratulate Mr. Christofferson and feel honored in the shadow of his glory, as he is a Richmondite and so are we.

The Nelson Bros. won three number 1 prizes; first, finest Holstein bull; second, finest Holstein heifer; third, best Holstein bull calf. Mrs. Fred Whittle's baby just lacked one-half pound in taking the \$20 gold coin for being the fattest baby, showing that we have excellency in the human department also. A ten pound baby girl was born to Mrs. Gladys McQuiston Ricks last Tuesday. Mother and babe are doing nicely.

Last Thursday our marksmen made use of their first opportunity for the season and a great number of ducks lost their precious lives. Last Wednesday at 2:30 o'clock Mrs. Addie VanNoy was pleasantly surprised by a party consisting of eleven ladies bringing with them picnic in great abundance. The time was spent in visiting and feasting. The following ladies were present: Rhoda Dobson, Dora and Nellie Peterson, Lizzie Doty, Susie Stoddard, Mrs. Curby, Mrs. William Bair, Mrs. Claus Anderson, Mrs. Lars Johnson, Mrs. Roy Tidwell of Smithfield and Mrs. May Bishop.

Mr. Louis Hale and son William, from Afton, are Richmond visitors. A very pleasant high school get acquainted party was held at the opera house last Friday at 2:30 p. m. The high school faculty entertained and served light lunch. An even number of one hundred students are now enrolled and more are expected.

A jolly bunch of sixteen ladies walked in to Nellie Peterson's last Friday afternoon and surprised her. A great feast was spread consisting of the picnic brought by the guests. A primary dance was held in the opera house last Friday night and a very nice time is reported. The children danced the Primary dances which are certainly very cute and graceful, \$14.35 was collected at the door.

The Relief Society will not hold their meeting regularly every Thursday afternoon in the Parents class room in the tabernacle. Martin Anderson, the youngest son of Alfred Anderson and Miss Mary Scowther of Smithfield were married in Salt Lake last Thursday and will make Richmond their future home. A host of friends wish them a happy journey through life.

The presidency of the Y.M.M.I. A. met at the President Roscoe Merrill's home last Thursday evening to select officers and teachers for the coming season. A bad looking runaway happened last Saturday. A lady from Lewiston had her horse tied in front of the

Co-op store while she with her little ones were in the stores. The horse evidently took fright at an auto and broke loose from the tying post then ran right into a telephone pole breaking the buggy some and also the shingles, then broke loose from the buggy and with the single tree dangling at the heels his kicking performance would have outshone any wild broncho.

Among the Salt Lake conference visitors we see Mr. Edward Webb, Mr. Rone Blair, Mr. George Webb and wife Christine Larson, Gertie Johnson, Othella Anderson, Martha Lewis, Mrs. Niels Johnson, Esther Webb, Mrs. August Schow, Ezlie Schow, Leona Blair, Mr. and Mrs. Alfred Anderson, Robert Larson, Albert Fisher and daughter Eva, Roe Harris and daughter Amy, Mrs. Harriet Fisher, Christian Anderson, Roscoe Merrill, Louis McCarty, Bishop Merrill, Alma Merrill and wife, Dave Smith Jr., Dave Smith Sr., and Mrs. Jane Harrison.

Mr. Amos Spackman of Montana, is here visiting with his parents and brothers and sisters.

Mrs. Albert Fisher entertained last Saturday evening in honor of her daughter Eva, it being her thirteenth birthday. Music and games made up the evening's program. Refreshments were served to about twenty-five young ladies and gentlemen.

On account of the tabernacle not being heated, a very short meeting was held. August Schow took up most of the time in relating some of his experiences while in Norway on his visit. Also a very short Sunday school was held for the same reason.

The summer's work outlined for the Y. L. M. I. A. is now ended and the last camp to receive their rewards will be the Minnehaha next Wednesday evening. The young ladies will meet at the President Lucy Merrill's home and be awarded the Camp Fire beads. In carrying out the work outlined, the girls have had to work very hard but most of them have come up to the requirements and will receive their twenty-eight beads which entitles them to a Camp Fire pin. Tuesday the 6th a special meeting will be held and October 16 a conjoint social will be given after which will begin the regular work and meetings held weekly. Judging by the outline the work for the winter season will be very interesting and the prospects of spirited meetings and good times are in view.

Mr. Brown's lecture to the Parents class is held over for next Sunday.

We are glad to report that Mrs. Emeline Harris is feeling much better and able to be up and around again.

The following program was rendered at the conjoint meeting last Sunday evening:
A Talk on his journey and travels in the Scandinavian countries
August Schow
Piano Solo Veda Thompson
Reading Linda Burnham
Vocal Solo, Face to Face
Austin Rainey
Each one of these numbers was very fine and much appreciated by a large crowd.

Nobody Loves a Railroad

Congress no doubt will adopt, among other measures for meeting the deficit in our revenue, the plan of taxing freight bills 2 per cent. That is, it will raise the rates 2 per cent to the shipper and the government will appropriate the raise.

The same day that this report was being considered the president asked several of the big railroad men to meet him to consider alarming conditions with which the war had confronted our railroads, more especially the eastern lines.

The eastern roads had asked an increase in freight rates of 5 per cent and the Interstate Commission, after months of delay, handed down a decision giving them practically nothing but good advice. From that time on the railroad situation has been growing worse and worse, and when the decrease in traffic, as a result of the war, was added to the burden, the situation became alarming enough to interest the administration.

Congress doubtless thought the freight rates about the cheapest thing in the country, and decided to take the raise the Interstate Commerce Commission would not grant the railroads.

If congress can raise the freight rates, why the Commission?

The Commission has said the rates are high enough. It should now come back at the government with another batch of advice to the effect that if the government is shy one hundred

million dollars in income it should hire Brandels to get his efficiency staff to cut down government expenses that much.

The truth is we cannot have prosperous times here until the railroads are prosperous; and if they cannot get the funds to make betterments and extensions they will be powerless to move the traffic which a growing country will offer when the next prosperous period arrives. The work of betterment should be going on now, but it will not unless railroad securities can be put on a basis secure enough to again attract the investing public.

If the public is to pay higher rates, the increase should go to the railroads, which certainly need it for the public good alone and not to the government which could handle its deficit by letting some of the fat out of the "pork barrel" and cutting off a lot of political sinecures.—Boise Statesman.

Over-Sea Commerce Will Be Discussed

Call for Second Convention to Promote Trade is Called for January 21

Washington, Oct. 2.—A call for a second convention to promote America's over-sea commerce was issued here today by James A. Farrell, chairman of the Foreign Trade Council to be held in St. Louis on January 19-20 next. The statement said:

In view of the entire country's realization that the sound and systematic extension of our foreign commerce is vital to the prosperity of every citizen it is important that all elements should take counsel. Under the authority conferred upon it by the national foreign trade convention, held at Washington last May and attended by 400 representatives of nearly 100 commercial and industrial organizations, the national foreign trade council calls a second national foreign trade convention to be held at St. Louis on January 21 and 22, 1915.

Since national unity of action and co-operation are necessary to meet the existing emergencies, retain the trade we have and gain a greater share of world commerce, invitations will be issued to all commercial and industrial, transportation and financial organizations interested in the subject. It is expected that they will send delegates to this accessible meeting place for a practical business men's conference on ways and means firmly to build for the future of the over sea commerce of all sections of the United States.

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